

NAVY Recruiter

An aerial, high-angle photograph of a Navy ship's deck and mast. The ship is moving forward, creating a large white wake in the dark blue water. The deck is dark blue with various equipment, railings, and a helicopter landing area marked with white and red lines. The mast is tall and complex, with many antennas and sensors. The overall scene is dynamic and powerful.

Magazine for Navy Recruiters

September 2001

SEAL Challenge:

**Recruiters in Pittsburgh
get a boost in local high schools
from Navy SEALs.**

NAVY
accelerate your life.

NAVY Recruiter

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On the cover:

Oblique bow-on view of the U.S. Navy's guided missile destroyer USS Gonzalez (DDG 66) underway at high speed. U.S. Navy Photo. (RELEASED)

On the back cover:

Chief Warrant Officer Lee Risper, Jr. checks the flight deck of USS Constellation (CV 64) for safety as a Carrier On-board Delivery C-2 Greyhound prepares to taxi for take off. Constellation and its embarked air wing are deployed to the Arabian Gulf to enforce no-fly zones and monitor shipping to and from the region. U.S. Navy photo by PHAN Timothy C. Ward. (RELEASED) Artwork by JO3 Chris Conklin, Navy Recruiter Magazine



RADM G.E. Voelker

Commander, Navy Recruiting Command

CNOMC(SS) Kenneth W. Cromer

CNO Directed Force Master Chief

ENS Herlinda K. Rojas

Managing Editor

JO2 Bashon W. Mann

Editor

JO3 Chris Conklin

Associate Editor

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Submissions should be sent to:
Editor, Navy Recruiter Magazine
Navy Recruiting Command
Public Affairs Division (Code 81)
5722 Integrity Drive, Bldg. 784
Room 100

Millington, TN 38054-5057
Telephone: Comm. (901) 874-9070

Fax: (901) 874-9074

DSN: 882-9070

E-mail: mannb@cnrc.navy.mil

From the Top

THE RECRUITER'S TOOL KIT

What makes a Navy recruiter successful? It's lots of things -- salesmanship, good prospecting skills, innovative marketing techniques, dogged determination, and building a DEP pool that actively generates additional prospects, just to name a few.

During my first 11 months as the Navy's chief recruiter, I've visited 115 recruiting stations in more than 50 zones in 20 of our 31 districts. In talking with hundreds of recruiters, there was clearly one common factor among those who have been the most successful. Each is well acquainted with -- and proficient at using -- the many tools in their tool kits. Successful Navy recruiters, like skilled carpenters and mechanics, know which tool to select for each task they perform. Are you choosing the right tool from your tool kit for each prospect you approach, or are you relying on the "one-size-fits-all" method?

The more familiar you are with the tools in your tool kit, the better your chances are for matching Navy opportunities with those prospects who have some preliminary idea of what they want their futures to hold. The brief descriptions below will help you familiarize yourself with a few of our lesser-known/lesser-used programs that successful recruiters have made an integral part of their tool kits.

Enlistment Bonus for College Credit (EBCC) Program: Although initiated in FY00, this program has experienced two significant progressions since its inception. In its present form, launched in August 2001, the EBCC program is open to all prospects regardless of rating entered and enlistment incentive accepted. Under EBCC, enlistment bonus amounts are based on the number of college credits a recruit has earned by the time he or she ships to boot camp. One valuable hook of EBCC for non-Navy CASH prospects is that they can continue to earn college credits -- and therefore a larger enlistment bonus -- while in the Delayed Entry Program (DEP). Credits earned in vocational/technical institutes also can apply toward bonuses. Since the only restriction to the EBCC program is that the prospect be a high school graduate (HSG) or a high school diploma graduate (HSDG), this program can be an effective contract-clincher for savvy recruiters.

Navy College Assistance/Student Headstart (Navy CASH) Program: This three-year old program provides a unique opportunity for high school graduates or college students to attend the college of their choice for up to a year -- prior to shipping to boot camp -- while earning pay and benefits. In addition, they accrue leave and can sign up for the Montgomery G.I. Bill while attending college. Upon acceptance into the program, students enlist on active duty. After completing their approved course of college study and boot camp, Navy CASH students continue their training in a nuclear, submarine electronics/computer, missile technician, advanced electronics computer, cryptologic technician interpretive, sonar technician surface, or electronics warfare field. Statistics show that individuals accessing through Navy CASH are high-quality recruits who attrite at a much lower rate than recruits who access through traditional sources. Although the ratings open to Navy CASH are limited, this program provides an excellent tool for reaching those prospects who are looking for a way to complete a technological course of study at a college of their choice prior to entering active duty.

General Detail Targeted Enlisted Program (GTEP): Implemented in June 1999, this program offers recruits a field of ratings -- vice a single specific rating -- and includes an enlistment bonus paid upon completion of A-school. Qualified recruits who enlist through GTEP must maintain their eligibility for the program ratings, but are guaranteed assignment to A-schools after completion of approximately 12 months at their first permanent duty station. Sailors enlisting under GTEP incur additional obligations, but this program can be a deal-maker for prospects who want some experience in the fleet before tackling apprentice training or for those who want to come into the Navy quickly but would like the guarantee of A-school training.

TAR Enlistment Program (TEP): In place for more than 14 years, this program is designed to appeal to recruits interested in Naval Reserve service. After successfully completing boot camp, TEP appli-

cants are guaranteed A-school training followed by a continuous tour of active duty at a Naval Reserve activity. Although the ratings offered through TEP are limited, recruiters are successfully using this program to reach prospects who express an interest in working with the Naval Reserve.

Navy Technical Preparation (Tech Prep) Partnership Program: Tech Prep is geared toward high school prospects interested in pursuing an associate's degree through technical training. Through this program, students still in high school take preparatory courses at participating colleges at no cost to the student. Tech Prep students enlist in the Navy either while high school seniors or upon graduating from high school and, immediately following graduation, attend the local participating community college for at least one semester. Upon successfully completing boot camp and Navy technical training schools, these recruits earn an associate's degree, are promoted to the rank of E-4, and may be eligible to take a national certification exam. The amount of Navy training required to complete the associate's degree varies from rating to rating. Tech Prep is an ideal instrument for recruiters to use in reaching those prospects who are not interested in pursuing a baccalaureate degree but who want to gain practical experience and training in a technical field. It also is an excellent tool for penetrating the two-year college market.

The more that you know about the programs and opportunities we can offer young people, the better you will be at "selling" the Navy. The better we are at selling, the better we will be at manning the fleet. **NR**





CROMER CORNER

CNOMC(SS) Kenneth W. Cromer
CNO Directed Force Master Chief

I'd like to start by commending each of you on your performance over the last few months. All the trends are in the right direction, and I know that it is the result of a tremendous effort on your part. Also, I truly appreciate the feedback I've been getting from you on my visits and through email. You are making a difference. Well done!

I'd like to address several quick topics: the Thrift Savings Plan, career planning using your Evaluation and Fitness Reports, and the Ombudsman Program.

The Thrift Savings Plan is a retirement savings and investment plan federal civilian employees have been

using for several years. TSP is extending participation to military personnel, with an open season enrollment period from 1 Oct. 1, 2001 to Jan. 31, 2002. You will be able to invest up to 7 percent of your salary, and the invested funds will be tax-exempt until withdrawn. More information on this will be available as the details develop, and you can get information online at <http://www.tsp.gov>.

Solid career planning is your key to advancement. Now is the time to start working toward next year's Evaluation or fitness report. If you are an E-5 or above, your current evaluation/fitness report

will most likely appear before the CPO Selection Board in the future. Do yourself a favor and prepare for that now. If you are a supervisor, do your subordinates a favor and help them. At each board your service record is scored. There are multiple categories in which points are accrued, and your selection for advancement depends on how your score stacks up in comparison to your peers.

If you are proactive, you can control this and improve your chances for advancement. Review your past evaluations and evaluate which areas you should score well in and which categories you need to develop. Next, develop a plan with your supervisor that enables you to do the things required to build points in those targeted categories; then follow the plan. Next year, give your supervisor good evaluation input that reflects the result of your efforts, and they will be documented. Over time, this process will build a set of evaluations and fitness reports that say "Select me now!"

Repeat this process each evaluation cycle, and you will

maximize your chances of success in the advancement system. Taking control of your career makes the difference.

The Ombudsman Program is a vital component of your command. It provides the primary means of connection between the commanding officer and your family. Please make sure your spouse or significant other knows who the Ombudsman is, and what the Ombudsman role is in your command. Encourage open communication between your family and the Ombudsman.

Your command Ombudsman can connect your family with contacts and resources that can make their lives easier, or just be there to talk to when questions arise during tough times. Use them.

Last, I'd like to extend my congratulations to all the newly selected chief petty officers! I am proud of you! There are too many of you to personally list here or meet, but each of you should be very proud of your accomplishment, and I gladly welcome you and your families to "CNRC's CPO Mess." **NR**

EL NAVY

POR FAVOR

OPEN YOUR NAVY LOCKER

VISIT NAVY.COM

U.S. NAVY ADDS ELNAVY.COM TO CAMPAIGN

Story by Campbell-Ewald
Advertising Agency

Navy Recruiting launched ELNAVY.com, an extension of its "Accelerate your Life"® campaign, designed to attract new recruits of Hispanic origin on Aug. 1. The site was developed by Batiz.com in consultation with Navy Recruiting's principal advertising partner Campbell-Ewald, with the assistance of the Rodd Group.

ELNAVY.com targets Hispanic men and women eligible to join the Navy, and their families. The site communicates the Navy's understanding of the Hispanic community and culture, which is deeply rooted in family tradition and values. Additionally, ELNAVY.com was designed to generate a better understanding of the role of the U.S. Navy and the important mission it serves throughout the world, while emphasizing the many career opportunities.

"This new site will reach out to potential recruits and their families, as they make the important decision of whether the U.S. Navy would be a positive experience for them," said Eddie Batiz, chief executive officer of Batiz.com. "The site reflects months of hard work; and with an

extremely diverse and talented team, we were able to create a site that serves not only as a Navy recruiting tool, but also provides information about Navy life and service to the Hispanic community."

As the fastest growing ethnic group, Hispanics have become the recruitment target of organizations nationwide – both public and private. With recent census reports indicating that over 35 percent of Hispanics are under the age of 18, the Navy has initiated advertising and recruiting programs that target this demographic set to maintain a diversified workforce. Public and private Hispanic recruitment efforts are likely to increase nationwide as the Hispanic proportion of the U.S. population continues to rise.

"We are extremely pleased to be able to offer the ELNAVY.com web site to the Hispanic community," said Capt. Larry Musto, Director of Advertising and Marketing for Commander, Navy Recruiting Command. "This site gives us the opportunity to connect with the Hispanic community and demonstrate our appreciation of their culture and values. With the addition of

ELNAVY.com, our site has just about everything any young person needs to know about the Navy."

Every aspect of the ELNAVY.com web site was studied and researched in order to ensure its appeal to Hispanics. The results include a mix of innovative technology, functionality, and custom design that allow for easy navigation. Through the use of real life examples of people, jobs and opportunities, the audience can actually "see and hear" other Hispanics who are living the Navy life – one that is exciting, challenging and rewarding. In addition, the web site includes a history timeline – unlike any other – which unveils the naval contributions made by Hispanics over the centuries.

Batiz.com mobilized an ideal team to create a product geared to the Navy's needs. With its energetic pool of bilingual, bicultural professionals, the Batiz team quickly grasped the Navy's goals and translated those ideas into ELNAVY.com. And since three members of the Batiz management team are former Sailors they were able to identify and develop aspects of the site that honestly reflect Navy life – an association of which they are very proud. **NR**

On *DECK*...

The 43rd Cardinal Company goes yard!!!

JOC(sel) (SQ/SW) Kelly Firebaugh
NRD St. Louis Public Affairs



Navy Recruiting District St. Louis' 43rd Annual Cardinal Company marches off the field after their enlistment ceremony at Busch Stadium July 25. This was the first year the company was made up of male and female recruits. The first female selected, Recruit Dawn Miller, carries the company guidon.

What could be better than watching a major league baseball game at historic Busch Stadium? How about watching it with 68 young men and women who have just joined the Navy!

On July 25, thousands of people watched as the Navy's 43rd Annual Cardinal Company took their

oath of enlistment from Capt. Steven Firks, commanding officer of *USS Nimitz* (CVN 68), and native of Hazelwood, Mo.

Since 1958, the Navy and the Cardinals have helped bring awareness of the sea service to the area, but this year was a little different. The 43rd company

was the first to appear at a day game and, even more important, was the first company to have women as part of the division. Recruit Dawn Miller, also of Hazelwood, had the honor of being the first of 21 females selected for the company.

The excitement actually started three days earlier as the recruits began to show up at their hotel in downtown St. Louis for processing into the service. Personnel at the Navy Liaison Office at the Military Entrance Processing Station (MEPS) were kept busy for the next few days processing the company members during the busiest processing days so far this year.

"The people here have been working very hard," said Mark Wynes, the Enlisted Processing Division Supervisor. "We worked through the weekend, 12 to 14 hours each day, to get these kids through processing. We had to organize hotel rooms for all of them, arrange transportation, process the contracts, make sure they were all classified, and run waivers, while at the same time processing the heaviest workload of applicants we've had all summer."

July 24, the Recruit Division Commanders from Great Lakes Naval Training Center, Chief Petty Officer Robert Owens, Petty Officer 1st class Tim Orf and Petty Officer 2nd class Emily Siefken, all natives of the St. Louis area, met their new company and started laying down ground rules for the next few months. Then the group headed to a nearby parking lot to learn how to march.

July 25 came with beautiful skies and humid weather. The young men and women were issued their Cardinal Company shirts and hats and began their hike to the Soldiers Memorial in downtown St. Louis for their official enlistment ceremony.

"This is so cool," said Siefken after the ceremony. "I've trained hundreds of recruits but this is the first time I've ever been able to see them from the very start."

A quick pre-game tailgate party with the recruits and their families followed. As noon drew near, the company formed into ranks and marched down the sidewalks of the city to Busch Stadium.

As the company marched onto the field, the crowds in the stands cheered the new Sailors. At home plate, Capt. Firks, Capt. (SEL) Don Price, commanding officer, Navy Recruiting District St. Louis, other district personnel and members of the local Navy League joined members of the Cardinals organization, including radio personality John Ulett, outfielder/pinch hitter Kerry Robinson and team mascot, Fredbird for the ceremony.

The crowd fell silent as Firks read the oath of enlistment and applauded the new Sailors as they finished. Robinson, also a Hazelwood native, presented the company flag to Chief Petty Officer Owens and the making of a new division was official.

As the pre-game festivities came to an end and the battle of the two major league teams began, the 68 recruits joined their families and friends one last time before boarding their buses for Great Lakes Naval Training Center.

As the hometown team destroyed the Texas visitors, 10-2, Albert Pujols sent a ball flying into the bleachers, Mark McGwire added another round tripper to his stats and the Navy was enhanced by 68 new Sailors eager to join the fleet. **NR**



Capt. Steven Firks, commanding officer of USS Nimitz (CVN 68), enlists Navy Recruiting District St. Louis' 43rd Annual Cardinal Company on July 25. The Cardinal Company is the nation's longest running special recruit division.

BACK TO SCHOOL...*SEAL* style

NRD Pittsburgh recruiters 'get physical'

Story and photos by JOC(SEL) Henry W. Rice
NRD Pittsburgh Public Affairs



Senior Chief Frank Hoagland speaks to a group of students before they begin exercising at a local high school.

“SEAL” (Sea, Air, and Land) has recently been identified in Pennsylvania as ‘Schools, Enthusiasm and Liaison.’ The Navy Recruiting District (NRD) SEAL motivator, BMCS(SEAL) Frank Hoagland, has established a physical fitness program designed to increase Navy awareness, stimulate interest in Navy SEALs and provide another avenue for local recruiters to improve exposure in the area.

“NRD Pittsburgh has success working with school guidance counselors, doing school presentations and participating in

career fairs,” said Lt. Paul Kress, Enlisted Processing Officer, NRD Pittsburgh. “While these traditional avenues of recruiting have been successful, additional programs must be developed in order to increase the recruiter presence in the high school market.”

The SEAL physical fitness program, also known throughout the district as the “SEAL Challenge,” targets athletically-oriented males who are motivated by physical challenges and possess the discipline to achieve goals. These individuals make strong candidates for the SEAL, Explo-

sive Ordnance Disposal (EOD), and Aircrew programs.

“The program, above all else, is designed to be fun and educational for the students,” said Hoagland. “It is structured to attract energetic individuals seeking a challenge, fraternal organization, and public recognition.”

Hoagland’s goal is to establish the program in 20 of the district’s Quad A high schools. Once embedded into the school’s curriculum, it would be administered by the physical education teachers. Students who partici-



Senior Chief Hoagland leads the boys around the track for an organized run.

pate in the program and pass the SEAL screening test will be awarded a "SEAL Challenge" T-shirt and have their names engraved on a permanent plaque mounted in the high school's sports trophy area.

"The program has already been established in three high schools, and the teachers have strongly embraced the physical training regiment," said Hoagland. "They all want to incorporate the program into their daily classes."

To establish the program in each school, Hoagland and the local Navy recruiter meet with school officials to outline and demonstrate the program. Once approved, Hoagland gives a lecture to male students on the program and establishes the goals and rewards for successful completion of the SEAL fitness test.

Following the lecture, Hoagland demonstrates the exercise regiment. Local recruiters are on hand to identify interested students and are responsible for continuing the program. They will continue to establish contact with interested students, using surveys and making frequent visits to participating schools.

The school will carry out the program, administering the required physical training. Each quarter Hoagland will make a visit to the school and provide motivation to those participating.

Near the end of the school year, or when a student is ready, the "SEAL Challenge" test will be administered. If successful, the student is awarded the T-shirt and his name is engraved on the plaque.

The program was operational at 10 high schools last school year, yielding four accessions, including two from one high school near Steubenville, Ohio.

"The program has done wonders in my school," said BM3 William Runyan, a recruiter at NRS Steubenville. "I've been able to get closer to the teachers and coaches at the school; but more than that, the students have been more approachable."

Next school year, the program will grow and get better, according to Hoagland. If it takes off like it should, another acronym for SEAL could be "Students Engaged in Accelerating their Lives." **NR**

American Pastime

Baseball, apple pie and enlisting in the Navy

Story and photo by JO1 Michael J. Owen
NRD Buffalo Public Affairs



Nearing the bottom of the third, bases were loaded, the ball fans cheered and “Take Me Out To The Ballgame” echoed across the field. For most of the crowd at Buffalo’s Dunn Tire Park stadium on the evening of July 20, it was simply a chance to relax and enjoy America’s favorite pastime. However, for a group of young men and women from Western New York, it became one the most important nights of their lives – joining the U.S. Navy or Marine Corps.

As the crowd settled after the third out and the Buffalo Bisons headed for the batter’s box, about 70

young men and women grouped near the field came to attention and raised their right hands. With television cameras rolling and all eyes watching, the swearing-in ceremony, administered by a Marine Corps Officer, changed the lives of all those standing. Of the group, 35 joined the Navy and are now part of the Navy’s Delayed Entry Program (DEP). An applicant can enlist in DEP up to one year prior to basic training.

One new Sailor, Recruit Lee Mapes, 18, from Shortsville, N.Y., said taking the Oath of Enlistment at the game is something he’ll never forget. “It felt

Navy Recruiter

great to stand in front of the people and show them I'm part of the Navy now," he said. "Some-day, I'll be out in the fleet protecting America and these very people, but I'll always remember how it started here at the ballpark," said Mapes.

His recruiter, FC1 (SW) Dave Malucci, 39, a native of Fairport, N.Y., agreed. "I can't think of a better place than a baseball game to swear-in, another great American institution," said Malucci. DEP personnel enlisted while wearing their Navy shirts and ball caps. "It was a great opportunity for them to show their pride for the flag and the Navy." Malucci works at Navy Recruiting Station (NRS) Canandaigua, N.Y.

Another recruiter, ABF2 (AW) Paul Hryhorenko, 26, came to the game from NRS Greece, N.Y. He said that his DEPpers

voted unanimously to make the two-hour trip. "When we first suggested it at a DEP meeting, everyone proudly raised their hands. You can see that same pride out here today," added the Rochester, N.Y., native.

Adding to that spirit, NCC (SCW) John Conrad, 32, commented on the reactions when the song "Proud to be An American" by Lee Greenwood sounded after the oath. "You could see it in everyone's faces," said Conrad. "The fans whistled, clapped and cheered! It really made the DEPpers feel good; it was quite a moment." Conrad is the district's Zone One supervisor stationed in Hamburg, NY, and he is a native of Schenectady, N.Y.

According to Buffalo Bisons' Media Relations Coordinator, Mat Herring, the event also gave something back to local citizens.

"Buffalo is a close-knit community of many ethnic backgrounds. And it's a military town that takes pride in their veterans," added Conrad, referring also to the U.S. Naval Reserve Center and nearby bases. "This event gave veterans and average citizens another opportunity to see friends, sons and daughters start off on that same journey."

On a humorous note, NRD Buffalo's Enlisted Programs Officer, Sean Farrell, 27, from Buffalo, N.Y., commented that a few other spectators might have inadvertently joined the Navy that day. "I saw a lot of people out there holding their hands up during the ceremony," he said with a smile. "As soon as we get the film developed, we may contact them and tell them to report to boot camp." **NR**



NRD Buffalo Navy Recruiters, from right to left, FC1 (SW) Dave Malucci, ABE2 Steven Epstein and NCC (SCW) John Conrad, stand beside their DEP personnel during an evening swearing-in ceremony held at the bottom of the third inning at Buffalo's Dunn Tire Park stadium on July 20. The ceremony included the enlistment of U.S. Marines. NRD Buffalo covers 48,000 square miles throughout New York State and Western Connecticut. (Photo by JO1 Michael J. Owen, NRD Buffalo)

Hotdogs, Hamburgers and Super Hornets

*NRD New Orleans DEPpers fly high
with help from VFA-115*

Story by JO1 Shane Montgomery
NRD New Orleans Public Affairs

It's the first reaction you would expect from civilians who have never seen a fighter aircraft up close and personal — mouths drop open a little, jaws become slack and then their eyes simply glaze over when they realize the magnificence of this flying machine.

"Wow, it's just beautiful," said Christina Donovan, 18, when the F/A-18E/F Super Hornet first came into view. "It really makes me look forward to leaving for boot camp. I can't wait to be an information systems technician and work on computers, but just looking at the Super Hornet makes me want to be a pilot."

Strike Fighter Squadron 115 (VFA-115) similarly impressed

several other visitors. The squadron recently gave a special tour to nearly 100 Delayed Entry Program personnel (DEPpers) and Navy Recruiting District (NRD) New Orleans, La., recruiters, who watched the squadron run through checks on six aircraft before seeing

answering questions and talking to DEPpers.

"I think this is tremendously valuable for new recruits," said Devita, a native of Los Angeles, Calif. "If we were to take the time and expose everyone joining the Navy to elements of their job field, they would be better informed and, I

Air Force F-15 counterparts. The deployment and training are part of a series of steps that will prepare the squadron for a six-month WESTPAC deployment on board the aircraft carrier USS ABRAHAM LINCOLN (CVN-72) in 2002. VFA-115 will be the first Super Hornet squadron

to do a six-month deployment with the Navy's newest fighter aircraft.

Lt. John Turner, a pilot assigned to VFA-115, spent time talking with some of the guests during a

cookout later

that day. Turner also offered the DEPpers a different viewpoint on Navy life, as he is the first carrier aviation pilot to earn his commission through the Seaman to Admiral Program, which was created by former Chief of Naval Opera-

"...if you really want it bad enough, nothing can stop you from accomplishing your goals."

**Lt. John Turner,
VFA-115 pilot**

them taxi and take off down the runway. VFA-115 Commanding Officer, Cmdr. Eric Devita, Executive Officer, Cmdr. Jeff Penfield and CWO2 Steve Varga, ordnance officer, also spent the afternoon on the tarmac

believe, better Sailors for it."

VFA-115, homeported out of Lemoore, Calif., spent two weeks in New Orleans at Naval Air Station Belle Chasse working on basic fighter maneuvers, better known as dog fighting, with their

tions Adm. Mike Boorda in the early '90s.

"I would say that I have a unique perception of the Navy because I was enlisted at one time," said Turner, who was a sonar technician before receiving his commission. "But the most important thing I can tell these young people just getting started in the Navy is that you can really do all the things your recruiter tells you. If you really want it bad enough, nothing can stop you from accomplishing your goals."

After enjoying hot dogs and hamburgers, squadron members and new recruits spent part of the afternoon together playing volleyball, softball and horseshoes.

Derek Mitchell, 18, recently joined the Navy and will be in the Delayed Entry Program until February, when he will leave for boot camp and begin his career as a fire controlman.

"This event has been so cool," Mitchell said with a big grin. "I've never been that close to a jet, and it is pretty impressive. But really the best part of the day was just being able to talk to somebody other than my recruiter about Navy life. It's like getting to see a whole other side of the Navy."

Often, a person will witness someone doing his or her job and say, 'I can do that.' However, when two individuals share a similar background, it can make the dream of accomplishment more realistic. With the help of

VFA-115, the new recruits were able to get a first-hand look at squadron members from Louisiana who are realizing their goals. Two examples are Lt. Andy Green, a Super Hornet pilot who graduated from Tulane University in 1995, and Airman Jesse Chappell, a member of the squadron ground crew and native of New Orleans who joined the Navy in July 1999.

"A lot of these kids are joining the



Navy for the same reason I did," said Chappell. "I wanted to see the world while receiving a steady pay check. That was cool enough, but when I was on my first flight deck and we were shooting planes off, it was a whole new experience. I challenge anyone out there to tell me that their job is cooler than mine."

The only person that might be able to challenge Chappell's claim would be Green, who gets to fly those same aircraft Chappell prepares for launch.

"I came in the Navy out of Tulane University with a four-year ROTC scholarship," said Green. "I really didn't want to become a pilot until right after my freshman year, when I got to ride in an F-18 Hornet. After that flight, I knew this was what I wanted to do."

While Green talked to the DEPpers, he explained how living in New Orleans prepared him for the Navy more than he could've imagined.

"New Orleans is a diverse city with many different cultures mixed within it. It is a virtual melting pot," said Green.

"The Navy is very much the same way. It has to be the largest organization with the greatest variety of cultures within it. But the most important thing to know in the Navy is that your race, religion or culture does not determine your success. You can accomplish just as

much as the next person, no matter who you are."

The event's success was emphasized in comments from the recruiters. "If the event will bring my DEPpers to a better understanding of the Navy and make them excited about pursuing this new career, then I think it was worth the effort put out by everyone," said ET1 Willie Brown, a recruiter from NRS Slidell. "One of my recruits told me on the way back that he couldn't wait to go to boot camp, especially after seeing the Super Hornets. That, in itself, tells you we had a successful day. When can we do this again?" **NR**

REDUCING SPORTS INJURIES

**Story by Jim Garamone
American Forces Press Service**

Sports are a big part of the military culture, but service members have to be more careful when they play.

Sports and recreation participation are major causes of injuries in the armed forces, said Diana Settles, program manager for injury prevention and physical fitness for the Navy.

"DoD spends \$600 million to \$750 million per year to treat musculoskeletal injuries," said Settles, who also works on the DoD Injury Occupational Illness Prevention Committee.

While this statistic covers all musculoskeletal disabilities, a significant number are due to sports accidents, she said.

Settles said DoD is trying to get a better handle on the scope of the problem, but that's been hard because many sports injuries occur during off-duty hours.

The effects of these injuries are far-reaching. There is, of course, the pain service members suffer. But also, injuries affect the mission.

"During Desert Shield and Desert Storm, the Army reported its medical evacuations and hospitalizations were primarily sports and recreational activities," Settles said. These injured soldiers were unavailable for duty when the war started. Other soldiers had to take their places or their fellow soldiers had to do the job with fewer personnel.

The Air Force reports that basketball is the cause of most sports injuries. It is followed by softball, flag football, snow skiing and cycling.

Basketball provides a good example of what service members can do to avoid injuries, Settles said. "Basketball is very popular and service members play the sport year-round," she said. "Pick-up games are common and they are played indoors and outdoors." Pick-up games commonly do not have referees.

Settles said service members must consider internal and external "risk factors" when approaching recreation and sports activities. Internal factors include the shape the players are in and their physical anatomies.

Using basketball as an example, it is an aerobic sport involving a lot of running. There's a level of fitness people should meet before playing the game, Settles said.

The sport requires a lot of lateral movement. Players should warm-up and stretch for five to 10 minutes before taking the court. She said local morale, welfare and recreation specialists can advise service members what types of stretching are best for various sports.

Ignoring external factors can also cause accidents. In the case of basketball, such factors include the condition of the court

and the proper use of players' equipment. Don't just pick up a basketball and start playing. Check out both indoor and outdoor courts to ensure they are dry and do not contain sharp or foreign objects. They should be properly lit. Make sure there is enough room behind the hoop so players don't run into a wall or go up on a curb. Wear the correct shoes when playing hoops.

"Many times people are playing basketball in running shoes," Settles said. "There is little lateral ankle support in running shoes — which predisposes the athlete to an ankle injury."

Sprains and knee injuries are the likely injuries that result from playing basketball. Every sport has internal and external risk factors, and service members who are aware of them can cut down on injuries.

DoD is trying to reach service members through their coaches, units and specialists in the recreation centers.

"The service man or woman needs to understand the internal and external risks associated with their sports," Settles said. "This could be relayed to them via coaching staff, the MWR personnel, personal training personnel or the officials. I think the 'train the trainer' is important, but the individual service man or woman has to take control and understand what the risks are with their sports and work to minimize them." **NR**

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